

Message Text

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43

ACTION XMB-04

INFO OCT-01 EUR-12 ISO-00 EB-07 COME-00 TRSE-00 OPIC-03

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FM AMEMBASSY LISBON

TO SECSTATE WASHDC IMMEDIATE 8177

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FOR EXPORT-IMPORT BANK

E.O. 11652: N/A

TAGS: BEXP, BGEN, PO

SUBJ: EX-IM FINANCING FOR LOCOMOTIVE CONTRACT

REF: STATE 185615

1. EMBOFFS DISCUSSED LOCOMOTIVE CONTRACT WITH CP PRESIDENT MARQUES ON JUNE 10. MARQUES STATED BOTH GE AND GM BIDS ARE VERY COMPETITIVE FROM PRICE, LOCAL CONTENT, AND QUALITY STANDPOINT. EACH WOULD HAVE GOOD CHANCE OF WINNING CONTRACT IF FINANCING CAN BE ARRANGED. TECHNICAL EVALUATION ALMOST COMPLETE AND CP MUST HAVE FINANCING COMMITMENT BY AUGUST 18 ACCORDING MARQUES. HE POINTED OUT THAT WINNER THIS CONTRACT FOR 43 LOCOMOTIVES WOULD HAVE OBVIOUS ADVANTAGE IN BIDDING FOR FUTURE CP LOCOMOTIVE PURCHASES.

2. MARQUES CLARIFIED HIS CONCEPT OF PHASING OF CONTRACT. CP DESIRES COMMITMENT NOW TO SUPPLY (AND FINANCE) ALL 43 LOCOMOTIVES; TIMING OF DELIVERY, AND DISBURSEMENT OF CREDIT, COULD THEN BE DISCUSSED. MARQUES EMPHASIZED CP WOULD NOT PLACE ITSELF IN POSITION WHERE IT MIGHT HAVE TO PURCHASE LOCOMOTIVES FROM DIFFERENT SUPPLIERS.

3. EMBASSY OFFICIALS NOTIFIED MARQUES THAT EX-IM IS CONSIDERING GE AND GM REQUESTS FOR PRELIMINARY COMMITMENTS

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AND THAT EMBASSY WOULD REPORT ANY DEVELOPMENTS.

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Message Attributes

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Disposition Authority: CunninFX
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Margaret P. Grafeld
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